# TELLS HOW TO MAKE MONEY

And Incidentally Describes American Business Men.

FINDS A BUSINESS LESSON

BRITISH CONSUL AT CHICAGO GATHERS SOME WISDOM.

(special to The Herald.)

WASHINGTON, May 18.—Some plain suggestions regarding. suggestions regarding American business methods are given by the British consul at Chicago, Mr. Wyndham, in a report to the British foreign office, a copy of which has seached the treasury bureau of sta-

mmercial success in the United States, and especially of the city at which he is located, is described by Consul Wyndham as being due in part to the education which teaches the by independence and knowledge of future responsibilities, and does not set the professions above business as a means of gaining a living.

Athletics of all kinds are much encouraged in schools and universities, very few men continue to take in them after completing their Americans are as fond of ife, shoeting and fishing, as en of any European country,

cause of success is the made the business, in it as and great thought is press, it shall not fall into the hands of the heirs, unless they are practically sited to take care of it.

Merit Is Rewarded.

"Another and probably the chief ause is the reward of merit. The per-entage of men fitted for the highest in business is very small com-with the total numbers em-l, and the heads of the big busipesses, bank corporations and whole-ale firms are always looking out for men, not only among those already in but also outside, capable filling some post under them. To see men, when found, large salaries ess which may in any way research suffering from maiaria, as set of production or carrying on busicure them." Herbine, 50c cure them." Herbine, 50c C. M. I. drug department.

show window in every kind of retail and very great trouble, expense and ingenuity are used in getting good re-Many shops now put mechan-ys in the windows to attract the on of passers by. The trade are also taking up the subject

use of the best machinery is underhe success of the American manufac-urer would appear to be owing, not and every man works with this incent-

Energy the Keynote.

"Many visitors from the United Kingdom blame the men there because

way acquiring a comprehensive knowledge of the work being done.

Help the New Congress. "It is the purpose and aim of this consulate to keep in touch, as far as possible, with the business men, so as to be in a position to assist agents of British commercial houses coming here on business or in answering inquiries, but it is of no use if the agents fail to come to the consulate for assistance or if the merchants at home make no inquiries. The number of inquiries on commercial matters have increased considerably during the past year, but o idea can be formed as to what as-istance the information given has roved. These inquiries are not anwered until as many persons as pos-sible, engaged in the trade mentioned, have been interviewed, and every ef-ort is made that the information given shall be reliable. Great courtesy is shown by everyone in assisting the consulate in obtaining information, government, state, city officials and merchants giving all the assistance re-

It is reported that the French government is to found schools in the United States for young men to study economic science and engineering. The reported plans are to keep about 200 reported plans are to keep about 200 boys for a four years' course in New York and Chicago for economic science, and in Pittsburg and Chicago for engineering. At these places American methods would be studied and the energy absorbed, and after the course is completed the young men will return to France to put the ideas and methods they have gathered into practical use. The experiment will be interesting, especially as to how the young men of 21 to 24 will persuade the older men 21 to 24 will persuade the older men to adopt their methods, and whether on their return to the old conditions they will not either fall into the ways of conducting business there or desert their country and return to a place where their methods will be accepta-

"The consular district of Chicago covers fourteen states, having a total area of over 1,000,000 square miles, with 19,000,000 inhabitants. Over 300,000 square miles are still vacant and there are about 19,000 reserved as forests. Of the land still open to settlement over one-quarter is arid or semi-arid, and much of the other is rough mountain land. There are thirty cities in the district, each with over 25,000 inhabitants. All these are manufacturing towns to some extent, and in Illinois, Iowa and Wissonsin every small town has one Wisconsin every small town has one or more factories at work. Furniture factories are scattered all over these states, and many manufacturers have found the advantages of starting in round the advantages of starting in small towns, especially near the lakes, to be saving in rent, wages, owing to less cost of living, and raw material. "The trade for the past year has been the best ever known."

Cures When Doctors Fail.

Mrs. Frank Chiasson, Patterson, La., writes June 8th, 1901: "I had malaria fever in very bad form, was under treatment by doctors, but as soon as I me given, which are drawn by them is long as they show that they are apable of earning them. Men employed in business houses of all debought two bottles, which completely cured me. I feel grateful to you for furnishing such a splendid medicine, which may in any way lessen the and can honestly recommend it to those suffering from malaria, as it will surely cure them." Herbine, 50c bottle at Z.

Death of G. W. Norell.

G. W. Norell died at his home in this city yesterday afternoon, as the result of a long and severe attack of consumption. He lived at 426 South alls Many shops now put mechanall toys in the windows to attract the
itention of passers by. The trade
the supers are also taking up the subject
and give illustrations and ideas.

"In machine shops and factories the
se of the best machinery is underbood and appreciated by the men, but
have traced in the windows to attract the consumption. He lived at 425 South
Suxth East street and had been a resident of this city for a number of years.

Until a few months ago Norell was proprietor of a grocery store on State
street, but on account of the ravages
of the disease was compelled to sell his interest. Since that time he has not been engaged in business; but has de-voted his time to efforts to free himto the machinery, but to the system of shop management. Every man appears were futile, however, and he gradually grew worse until yesterday, when the upon his doing his best work, and no end came. No relatives live in Amerideness is tolerated in any one. The lica, and a father and brother living in highest positions in a shop are open to anyone who can prove his worth, known to survive him. They have been informed of his death. The remains are at the undertaking establishment of S. D. Evans, and funeral arrange-

Many visitors from the United kingsom blame the men there because the same results are not obtained from machinery as is done here, but the more machinery as is done here, but the more occurations and the energy of the managers, superintendents, and foremen, and the example set by them that has the wonderful effect on the output. This hough the example set by them that has the wonderful effect on the output. This hough special correspondence, and to remem, and the example set by them that has the wonderful effect on the output. This hough special correspondence, and to remem, and the example set by them that has the wonderful effect on the output. This hough special correspondence, and the example set by them that has the wonderful effect on the output. This hough special correspondence, and the managers, superintendents, and foremen, and the example set by them that has the wonderful effect on the output. This hough special correspondence, and homeomers of the ward that should be a good one after many we have been provided for the carbon have been provided for the carbon have been provided for the carbons have the pos

# SEALIKE THE STYX; LAND LIKE HADES

(Continued from Page 1.)

The Lampoort and Holt steamer Horace arrived today from Santos. Rio de Janeiro and St. Lucia, and reports that before the ship arrived at St. Lucia dust began falling in an unaccountable manner. This was on the morning of May 8, the day St. Pierre was destroyed. During that day there was a heavy thunder and lightning storm. The dust became so dense that the crew were obliged to turn their backs to it. At one time the dust covered the decks to the depth of three inches. When the dust was first noticeable the ship was 125 miles from Barbados.

CATTLE RESTLESS AND DOGS HOWLED.

In St. Pierre the desolation is appalling. Bodies are being burned in a great pyre, upon which kerosene is steadily sprayed. In spite of this it will be weeks before the place can be cleared of the dead. Physicians who have Salt Lake railroad, C. O. Whittemore, made examinations say that in most cases death was due to asphyxiation, and that the fire came later.

It is now believed that Mont Pelee threw off a great gasp of some exceedingly heavy and noxious gas, something akin to firedamp, which settled upon the city of St. Pierre and rendered the inhabitants insensible. This was followed by a sheet of flame that swept down the mountain.

This theory is accepted by the survivors, who were taken from the ships in the harbor, as they say their first experience was one of faintness. Looting is being sternly suppressed. Soldiers now form a cordon about St. Pierre, and only those who have business there are allowed within the

By those who have arrived here from Martinique it is said that the lumb animals were wiser than man. Mont Pelee long gave warning of the

storm of fire which it was storing up to hurl upon the island. Residents of St. Pierre saw and heard the warnings, and they refused o heed them. They remained, and the danger which had long confronted them brought death to 30,000.

Even before Mont Pelee began to rumble, late in April; livestock became uneasy, and at times were almost uncontrollable. Cattle lowed at night. Dogs howled and sought the company of their masters, and, when driven forth, they gave every evidence of fear.

Wild animals disappeared from the vicinity of Mont Pelee. Even the snakes, which, at ordinary times, are found in great numbers near the volcano, crawled away. Birds ceased singing and left the trees that shaded the sides of Pelee.

A great fear seemed to be upon the island, and though it was shared by the human inhabitants, they alone neglected to protect themselves.

#### YANKEE CIRCUS ABROAD GIVES A BENEFIT FOR MARTINIQUE RELIEF

mass in all the Roman Catholic churches in Paris this morning funeral psalms were chanted and prayers for the dead were said in memory of those who perished in the Martinique dis-aster. The congregations in the churches were large, and good collec-tions for the aid of the West Indian

A special service in connection with this will be held in St. Augustine church tomorrow by Bishop Cormont of Martinique, who is now in Paris, and who will pronounce absolution. The commemorative service for the Martinique dead, which was to have been held at Notre Dame, will be postponed because of the absence from France of President Loubet, as this service was intended to be a high religious and ntended to be a high religious and

Appropriate services for the Martin-

Paris, May 18 .- At the close of high ique victims were held in all churches throughout France today, and collections to aid the sufferers were taken up. The performance of Barnum & Bailey's circus at Toulouse yesterday added 25,400 francs to the Martinique

> Paris, May 18 .- A dispatch to the Matin from Fort de France, dated Sat-urday, May 17, says that during the previous night fifteen violent detonations from Mont Pelee were heard and that they were accompanied by light-ning, which lit up the entire island. The eruption redoubled in violence, says the dispatch, and for a moment a second catastrophe was feared. New craters are forming in the neighbor-hood of Le Precheur. In spite of the danger which threatens them, the refugees from the northern part of the island are beginning to return to their

## JOBS FOR BACHELORS BOMBARDING A TOWN

Are For Unmarried Men.

Positions in Revenue Service Government Forces Give Twentyfour Hours' Notice of the Proposed Attack.

Trinidad, B. W. I., Saturday, May 17.

—The seaport of Carupano, in the state of Bermudez, Venezuela, will be bombarded again today at 2 o'clock by the government forces. The town will be attacked from both land and sea. The venezuelan government notified the foreign consuls at Carupano forty-

here that an engagement will be fought tomorrow between the revolutionary and government forces, which will decide the future of the president of the republic, General Castro.

OVERLAND TO LOS ANGELES

Railroad Representatives Drive 400 Miles to See Country.

WATER, MINES AND FARMS

ASSURANCES OF EARLY WORK AT THIS END RENEWED.

IN ITH a large fund of valuable information about the undeveloped resources along the route of the general attorney for the railroad company, returned home last evening, accompanied by A. A. Glasier and Simon Davis of Boston, who made the over-land journey with him. These three, with William McDermott, the well known Butte mining engineer, who is closely associated with Senator Clark, started out with wagons from Cali-entes, the southern terminus of the Oregon Short Line's Los Angeles extension, on April 28, and at the end of the eighth day arrived at Manvel, the first railroad station in California be-yond the desert. The return journey was made by rail via Sacramento. Mr. McDermott, however, remained in the wilderness to inspect mining property which was not visited by the others. One of the first stops was made at the Key West mine, near Bunkerville Nev., which Messrs. Whittemore and Glasier and Davis are developing. Here they found a very favorable showing for a big mine, the veins running from twenty to ninety feet in width. The

ore possesses the peculiarity of carry-ing only copper, nickel and platinum With the Salt Lake route completed to the coast, a branch line will be built to the mines and to connect with a smelter to be built on the Virgin river.

Traffic For New Road. The mines near Bunkerville are only a few of those which are expected to furnish the new railroad a large traffic. The districts of Sandy, Good Springs and Searchlight and many others are now alive with prospectors, and hundreds of old claims known to be valuable are being relocated. Then the sulphur and salt deposits near St Thomas will be depended upon to provide a still larger tonnage, Mr. Whittemore stated.

The valley of Las Vegas, which is

about midway between Salt Lake and Los Angeles, impressed Mr. Whittemore as a place which will assume great importance as soon as the railroad passes through it. All but two sections in this valley have been taker up, and the thousands of acres will make a great agricultural and fruit growing section. Without developing growing section. Without developing artesian wells there is enough water now to irrigate about 10,000 acres. All kinds of fruit are grown here and the seasons are midway between the Cali-fornia and the Utah seasons.

Plenty of Water.

One of the matters to engage Mr. Whittemore's attention was that of water supply, and his reports will put at rest some of the doubts as to where and how this requisite can be obtained He learned that the Oregon Short Line had bought the Vegas valley ranche for water supply and other railroad purposes. In many places artesian wells can be driven successfully, he be-

At the Los Angeles end construction of the railroad toward Salt Lake is going on at a satisfactory rate, Mr. Whittemore reports, and with all of the preliminaries out of the way more rapid progress will be made from this time on. The roadbed and equipment are the best of any railway in the Vaited States, in the opinion of experts. United States, in the opinion of experts

he stated.
Mr. Whittemore renews the assurances that the Los Angeles road will German be built and hurried to completion at the earliest practicable date, to

Venezuelan government notified the foreign consuls at Carupano forty-eight hours in advance of the time intended to attack the port.

It is supposed here that the United States minister at Caracas, H. W. Bowen, was the only foreign representative there who received notification of the bombardment of Carupano and it is said that Mr. Bowen urged that unfortified towns of Venezuela be not unnecessarily bombarded.

The German cruiser Gazelle is the only foreign warship at Carupano. She will protect the French as well as the German residents there. It is reported here that an engagement will be fought.

By recent purchase, the Salt Lake

By recent purchase, the Salt Lake Business college is now owned by men who ask for no profits out of the school. Three things it will do: Ac-cept only energetic students; equip why Suffer With Headache
When one dose of Sherman's Headache
Cure will rid you of it? They are instantaneous in their effect, and perfectly harmless. Keep a box in the house for emergencies. They cure neuralgia, 25c and 10c a box. For sale by Godbe-Pitts Drug company.

cept only energetic students; equip them for commercial situations; reduce that will pay the salaries of the best teachers. \$15 for three months—June, July, August. Business men own the school; business men employ our students. Write for information. Salt Lake Business college, Templeton, Salt Lake City. Lake Business college, Templeton, Salt

THE MAN WITH THE HOE.

(St. Louis Globe-Democrat.) Bowed with the weight of pain
He leans upon his hoe and gazes on the
ground;
His back is one large animated ache;
his hands

Are blistered and his stiffened joints
Creak at his every motion.
He is the city gardener, and he weeps
At recollection of his winter dreams,
when he
Pictured the joy of delving in the soll,
and when
He preached of Mother Nature, who, re-

sponsive
To her son's appeal, would revive
The buoyant feelings of his boyhood

days, When Boreal winds did howl and Arctic Nip't the exposed ear and jutting nose, and he
Tended the furnace, cursing the coal
man all the while,
Sweet consolation to his weary heart
would come when he
Thought of the salads and the corn he'd

grow
In the small confines of his kitchen lot,
When spring ethereal dawned he laughed
In childish glee and bought a hoe and spade,
A rake, a trowel, and he paid without a murmur
The license tax for hose. He sought to find

A healthy relaxation from the cares of business In digging in the earth, planting the And watching the wondrous works of

Nature, who,
By mysterious processes all her own,
would cause
A seed infinitesimal to draw from the

A seed infinitesimal to draw from the elements
Material to form salads and succotash.
He planted corn and beans and peas.
strawberries,
Tomatoes—several cans of each. And still he digs
And waits, but no green thing has sprouted,
All his toil has brought forth only this a crop
Of blisters, aches and pains galore, and
loss of faith In man and woman. Nature and all else And now with lowly mien and eye down He bends the knee in suppliance for food To the proud huckster and the butcher hold,

Whom he did erstwhile scorn. Letting Him Know.

(Brooklyn Life.)
Flora—I'm writing to tell Jack that I didn't mean what I said in my last letter.
Dora—What did you say in your last letter?
Flora—That I didn't mean what I said in the one before.

Are You Troubled

with pimples, or is your complexion cloudy? If so, one dose of Lane's Tea will make a change. It purifies the blood, cures a foul breath, makes your complexion clear and drives pimples and black heads from the face. 50c and 25c packages. For sale by Goodbe-Pitts Pring company. Pitts Drug company.

### \$50 REWARD

VERUS PILE CURE.

Hundreds of protonged, hateful, Drag-ging cases have succumbed to the Mag-ical effects of

VERUS. IT CURES.

No "ifs." One application relieves. When the box is gone so are the piles. Cost \$2, but worth it. LOCAL AND MAIL ORDER AGENTS: JOHNSON-PRATT DEUG CO. SMITH DRUG CO.

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Correct in POSE, LIGHTING and FINISH. Used by the best socilety and professional people, in fact,—"You see Jourson allover the World."

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Set of Teeth \$5 Dr. West, Dentist,

Will until June 1st do all classes of dental work at greatly reduced prices. SET OF TEETH S5.00.

Gold Fillings \$1.00 upBridge and Crown Gold Fillings \$1.00 up Bridge and Crown Fillings .... 50 up Amalsam Fillings .... 50 up work Half Price Fillings .... 50 up during May.

DR. WEST, Manager West Dental Co., 61 South Main. Telephone, 1126X.

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Biliousness, Sick Headache, Torpid Liver,

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(Patent Attorneys,) Evans Building,

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German HERCULES Brand.
STRONGEST AND FINEST CEMENT IMPORTED.
Now being used on City Public Work.
For Sale by P. J. MORAN,
Board of Trade Building, Salt Lake
City, Utah.

Notice is hereby given that the annual meeting of the stockholders of the Utah Railway company will be held at the office of the company, in Salt Lake City.

The meeting will be held for the alection of seven directors of the company to serve during the ensuing year, and for the transaction of such other business as may legally come before it.

G. W. VALLERY, Secretary.

Denver, Colo., May 16, 1902.



and restores small weak organs.

The reason sufferers are not cured by Doctors is because 30 per cent are troubled with Prestatists.

The reason sufferers are not cured by Doctors is because 30 per cent are troubled with Prestatists.

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Dr. F. S. Bascom, J. D. Kendall,
W. W. Chisholm, E. E. Rich,
E. B. Critchlow.

J. A. Cunningham, President.
Dr. F. S. Bascom, Vice President
E. W. Wilson, Cashier. Transacts General Banking Business.

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DIRECTORS.



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Half the cost to manufacture sounds big, but we assure you that we will sell several lots much less than half the actual cost to make. Read carefully. Come and judge for yourselves. Your choice, MONDAY, TUESDAY AND WEDNESDAY,

49c Yard.

The fertility of our bargain resources finds great expression on the first business day of the week. Monday must be a lively day; that is one of our business axims, and to make it so we have placed 300 fine All-Wool Skirts worth \$5.00 to

\$7.00, to make lively selling on Monday.

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